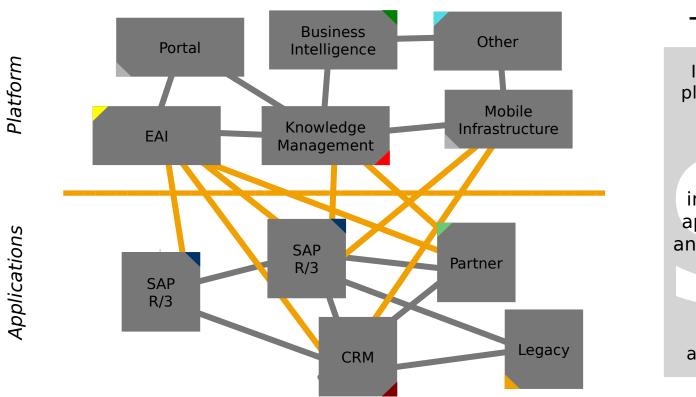


SAP NetWeaver Master Data Management (MDM)

SAP NetWeaver

The Case for Master Data Management
SAP MDM Scenarios
MDM Building Blocks
Data Matching
Customer Examples

THE COMPLETE TCO PICTURE





NetWeaver is SAP's technology platform

NetWeaver is SAP's open, pre-integrated, and complete Technology Infrastructure

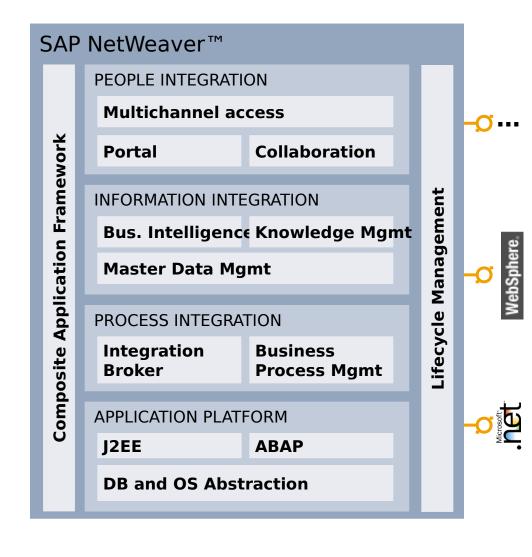
All SAP applications run on the NetWeaver platform

NetWeaver provides a platform for developing and deploying custom-built applications

NetWeaver provides a platform for interfacing and integrating third-party applications

NetWeaver provides end-to-end interoperability with multiple industry standards, such as J2EE and .NET





Deliver Superior business value

- Prepackaged business content
- Reduces complexity

Open, flexible architecture

- Service oriented architecture
- Open standards-based

Reduce TCO of the entire IT landscape

- Leverage existing investments
- One integrated platform
- Best Integration with SAP

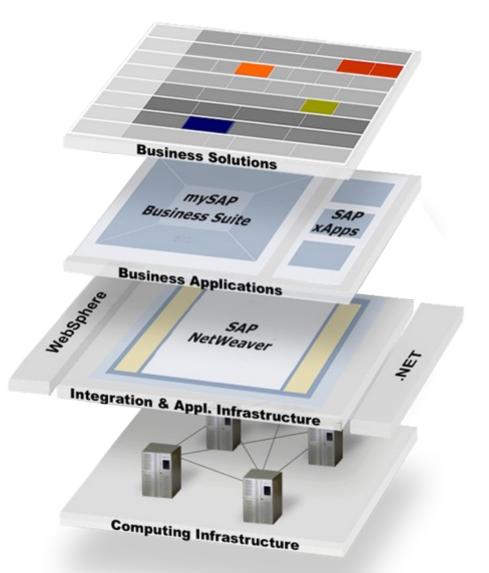


SAP NetWeaver Is Open Driving TCO Reduction Through Industry Standards

Orgs	SAP	NetWeaver™	Standards Supported (Selection
	١.	PEOPLE INTEGRATION	
W3C	SAML	Multi channel access Portal Collaboration	JAAS, WSRP, Personal Java
OASIS	SA		
ICD	(J)	INFORMATION INTEGRATION	N
JCP	DSIG,	Knowledge Mgmt Business Intelligence	ICE, WebDav, XML/A,
WS-I		Master Data Mgmt	JMI, XMI, CWM, ODBO
Folings	J.		
Eclipse	Sign	PROCESS INTEGRATION	
.org	8	Integration Broker	BPEL, CIDX,
mySQL	یا	Business Process Mgm	RosettaNet, CPPA
_	ncr.		
OMG	Щ	APPLICATION PLATFORM	
•••	XML	J2EE ABAP DB and OS Abstraction	HTTP, XML, SMTP, J2EE, WSDL, SOAP, UDDI, XSLT



SAP NetWeaver in SAP's Product Portfolio



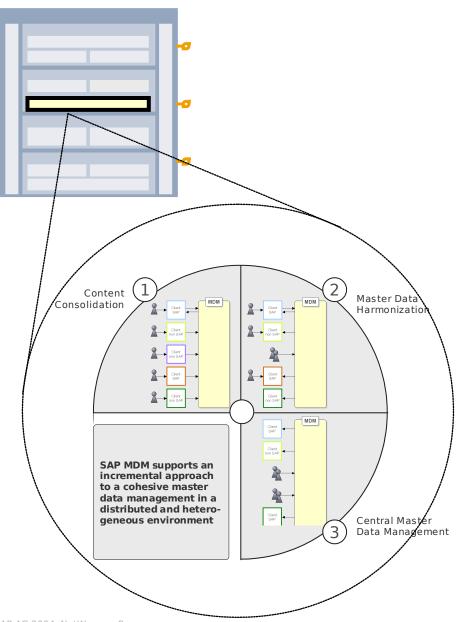
SAP Industry Solutions

mySAP Business Suite

SAP NetWeaver



SAP NetWeaver™ - Master Data Management



SAP Master Data Mgmt

- Information integrity across the business network
- Services and support to consolidate content, harmonize and centrally manage master data, e.g. product data, customer data
- MDM consolidation function available with mySAP SRM



SAP NetWeaver

The Case for Master Data Management

SAP MDM Scenarios

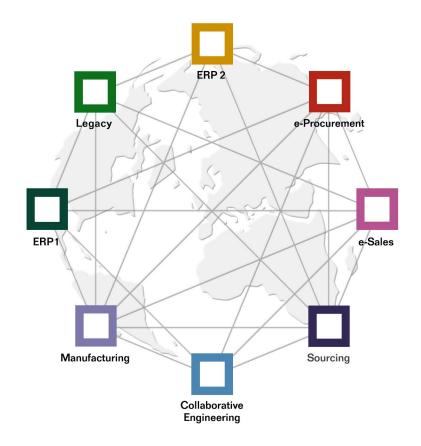
MDM Building Blocks

Data Matching

Customer Examples



Current Situation



Captured master data

- Trapped and siloed data
- Hindered cross-system collaboration
- Multiple data maintenance

Unaligned master data knowledge

- Inconsistent master data
- No duplicates recognition
- Cumbersome system-wide analytics

A patchwork of processes

- Flow is hindered by technical restrictions
- Point-to-point process links
- High alignment efforts



SAP MDM Business Vision

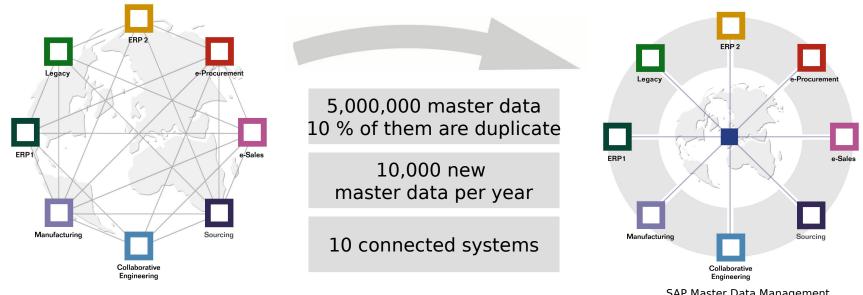


SAP Master Data Management (SAP MDM) creates a cohesive environment that drives <u>data integration</u> to support business processes <u>in a dynamic and heterogeneous system</u> environment

SAP MDM fosters <u>collaboration</u> by ensuring <u>cross system data</u> <u>consistency</u> – regardless of physical system location and vendor

SAP MDM views consistent data as the key building block for end-to-end business processes to positively affect <u>process</u> <u>execution</u>, <u>costs-of-business</u>, and <u>total cost-of-ownership</u> for business-class IT systems

Benefits Through SAP MDM - Example



SAP Master Data Management

SAP MDM accelerates business processes, ensures competitive advantages and lowers total cost of ownership through ...

reduced maintenance: $5.000,000 \times \$0.1 = \$500,000$

avoiding duplicates: $10,000 \times 10\% \times \$1000 = \$1,000,000$

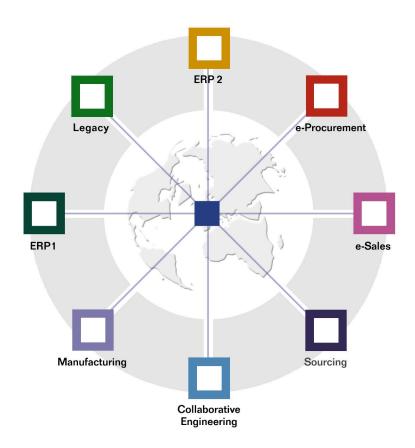
controlled distribution: $10 \times \$200,000 = \$2,000,000$

better decision making: \$500,000

... up to \$ 4.0 million per year



SAP MDM Optimized Landscape



SAP Master Data Management

Shared master data

- Harmonized
- Extendible
- One-stop data maintenance

Aligned master data knowledge

- Central master data repository
- Duplicate recognition
- Synchronized analytics

Federated processes

- Accelerated process flow
- Open for localization
- Controlled replication



SAP NetWeaver

The Case for Master Data Management

SAP MDM Scenarios

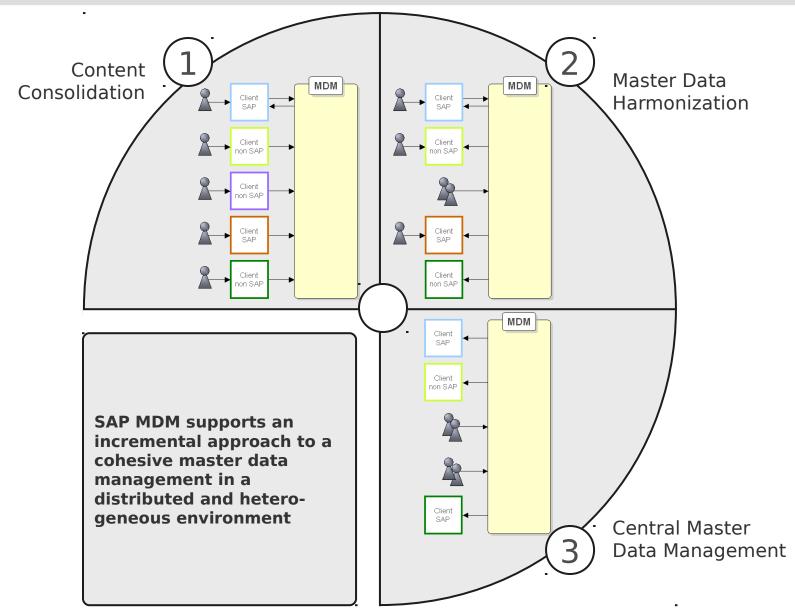
MDM Building Blocks

Data Matching

Customer Examples

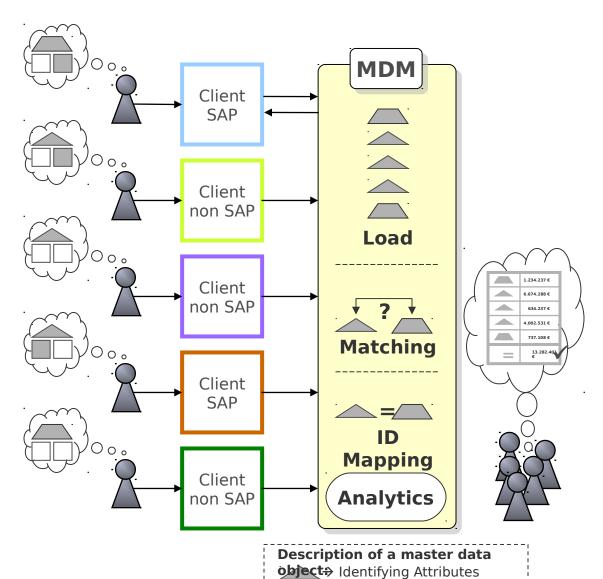


SAP Master Data Management - An Incremental Approach





Content Consolidation



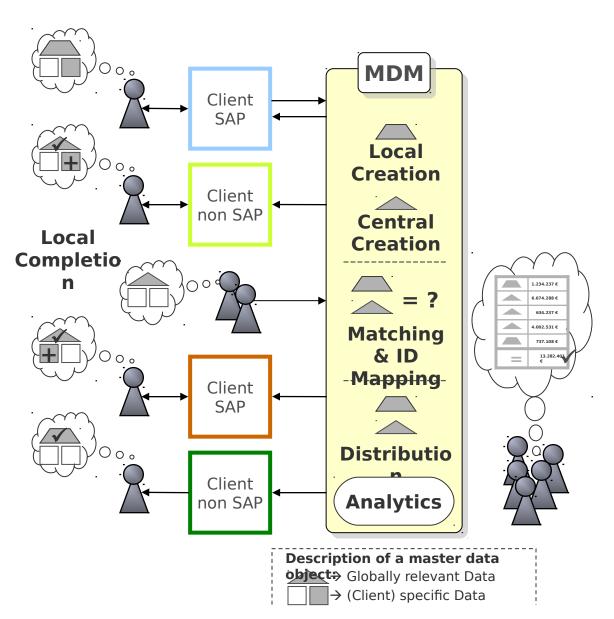
→ Other application specific data

Content Consolidation Core Process Steps:

- 1. <u>Load</u> of master data objects as they were maintained in their local applications (clients)
- Matching of uploaded master data objects to identify duplicates
- 3. Providing <u>ID Mapping</u> Information based on matching results
- 4. Providing <u>ID Mapping</u>
 <u>Information</u> for subsequent usage (I.e. in Business Intelligence)
- 5. Run <u>MDM Analytics</u> for business-wide analyses based on consolidated master data



Master Data Harmonization

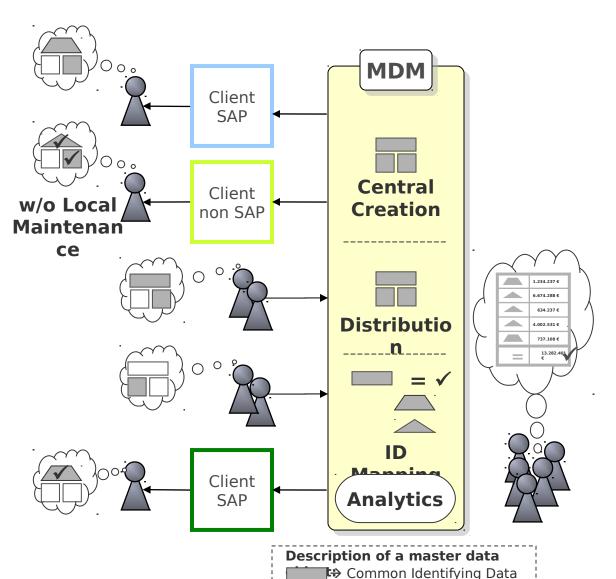


Master data harmonization Core Process Steps:

- Central Creation of master data objects just covering the global information of the master data object
- 2. <u>Local Creation</u> within the master data environment of the application system (client) and distributing their global information to MDM
- 3. Continuous <u>matching</u> processes identify duplicates and result in <u>ID Mapping</u> between them
- 4. <u>Distribution</u> of global master data information to the various clients
- 5. <u>Local Completion</u> of master data within the local environment
- 6. Use of ID Mapping information for <u>MDM Analytics</u> like business-wide analyses etc.



Central Master Data Management



→ Complete master data info

Central Master Data Management Core Process Steps:

- 1. <u>Central Creation</u> of master data objects covering the complete information as used later in the local application systems (clients)
- 2. <u>Distribution</u> of centrally maintained master data information as individual objects as they are defined in the local application systems
- 3. Use of master data within local application processes <u>w/o local</u> maintenance
- 4. Use of ID Mapping information for MDM Analytics like business-wide analyses etc.



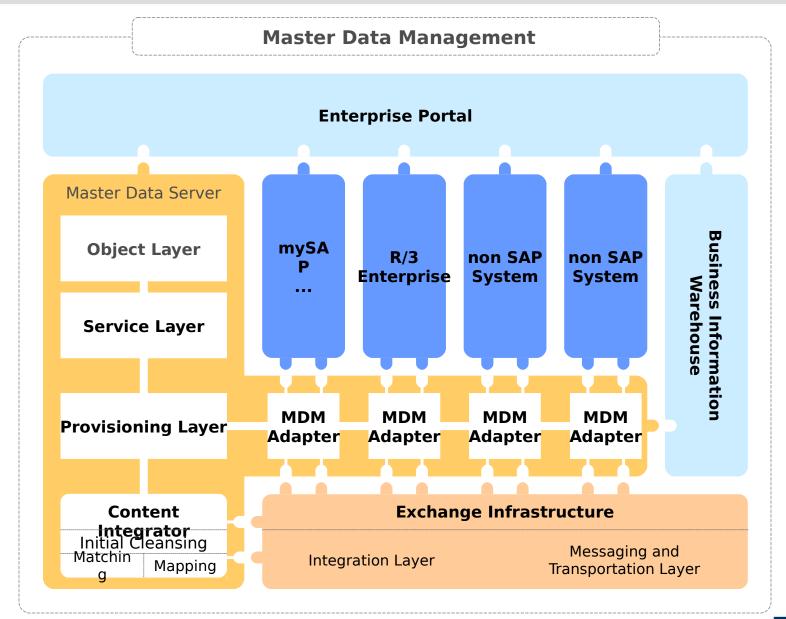
SAP NetWeaver
The Case for Master Data Management
SAP MDM Scenarios

MDM Building Blocks

Data Matching Customer Examples

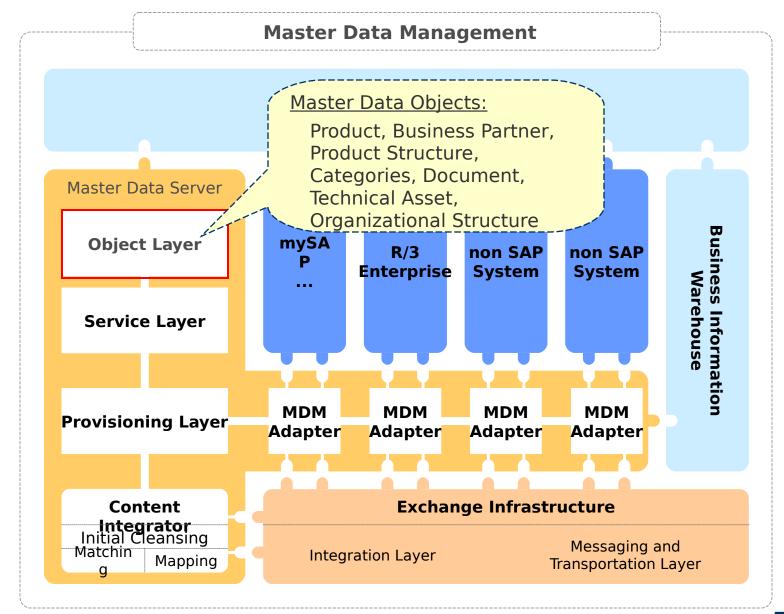


MDM - Building Blocks



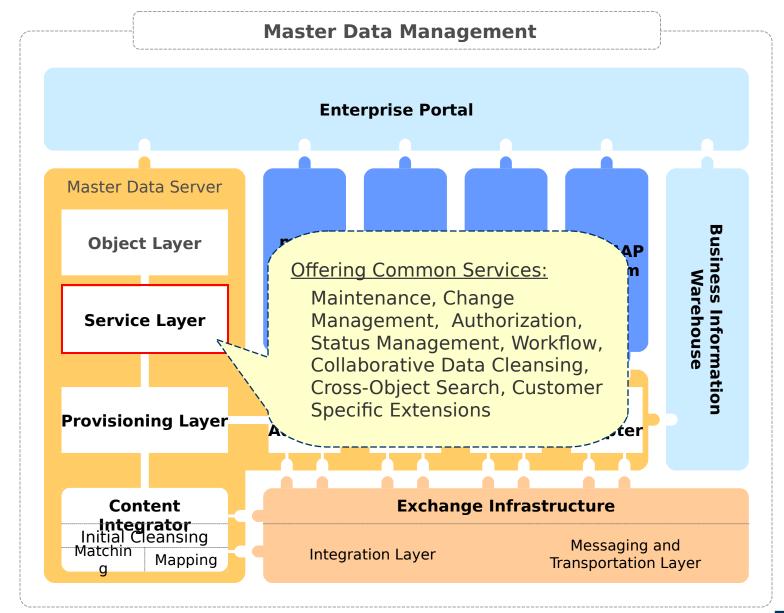


SAP MDM - Object Layer



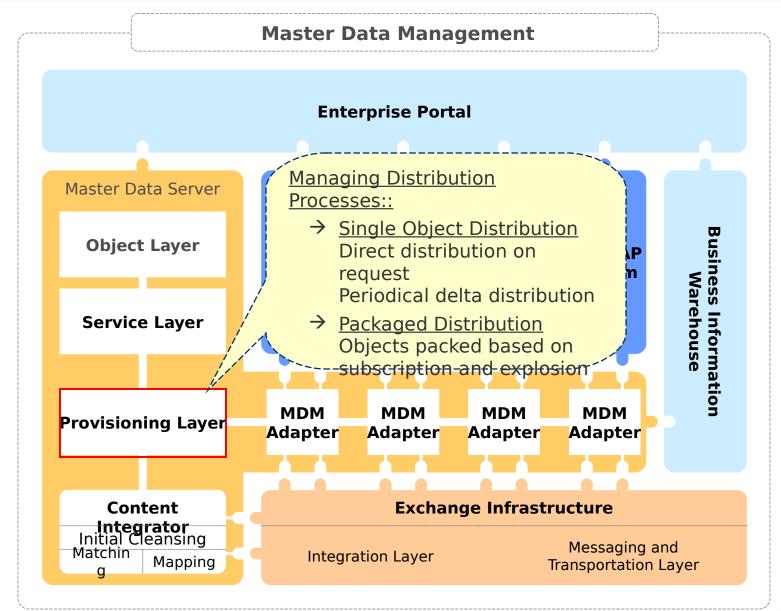


SAP MDM - Service Layer



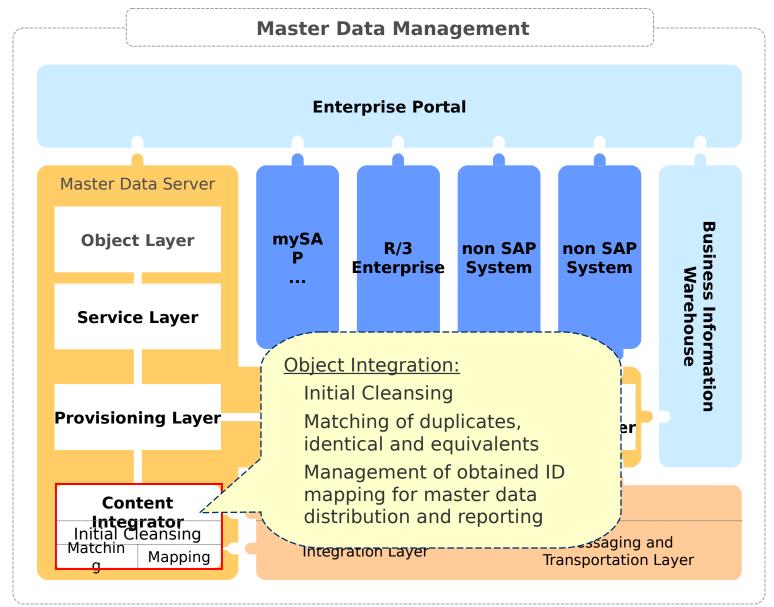


SAP MDM - Provisioning Layer



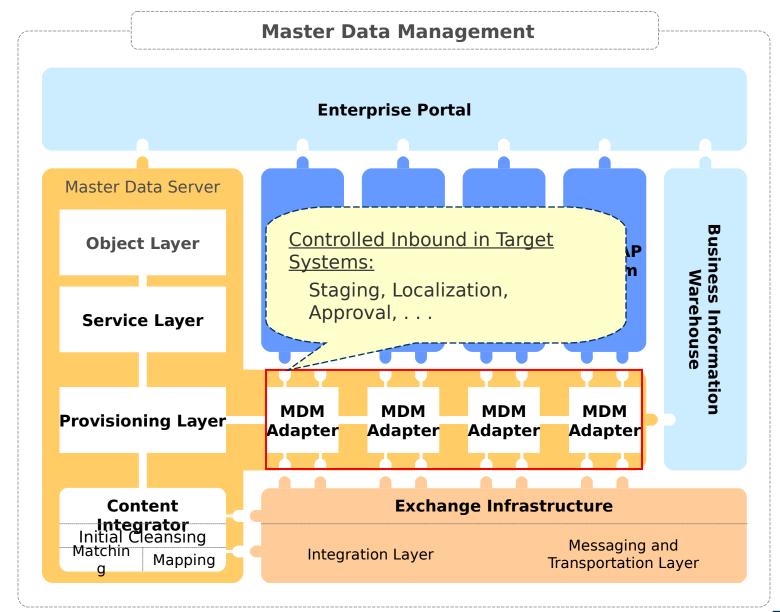


SAP MDM - Content Integrator

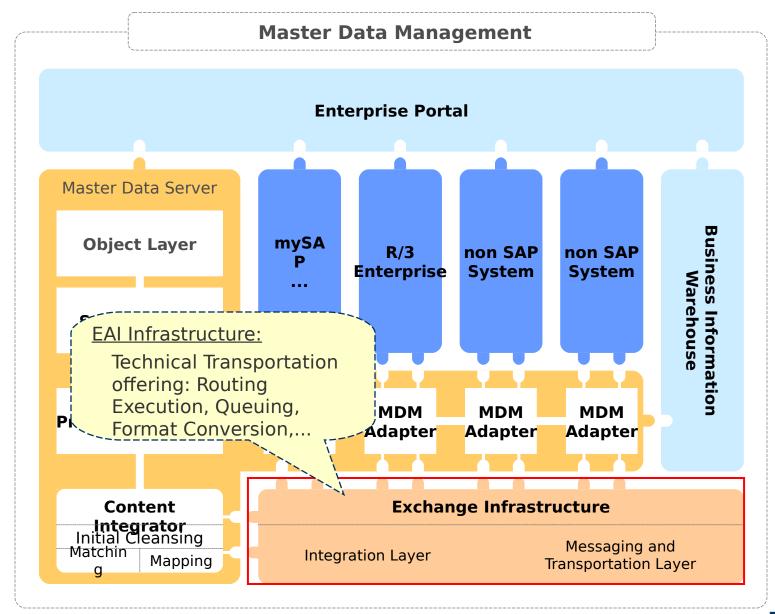




SAP MDM - Adapter

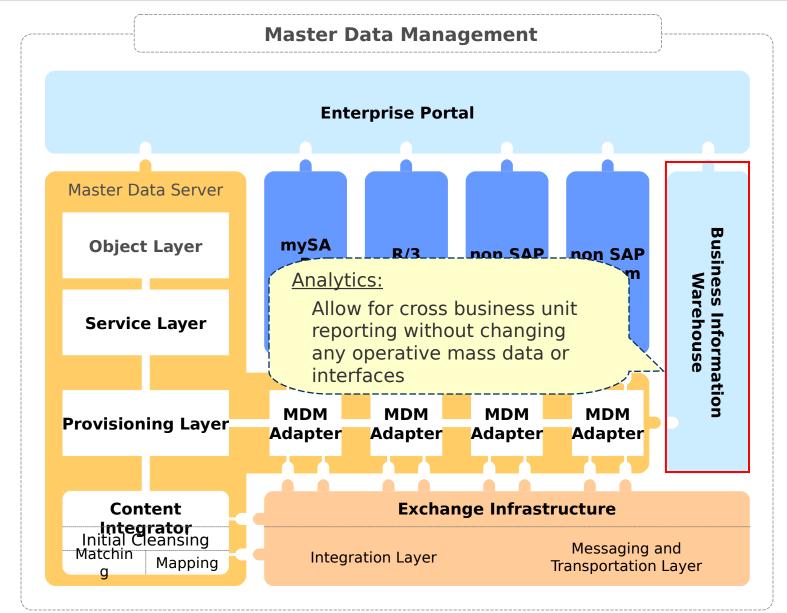


SAP MDM - EAI Infrastructure



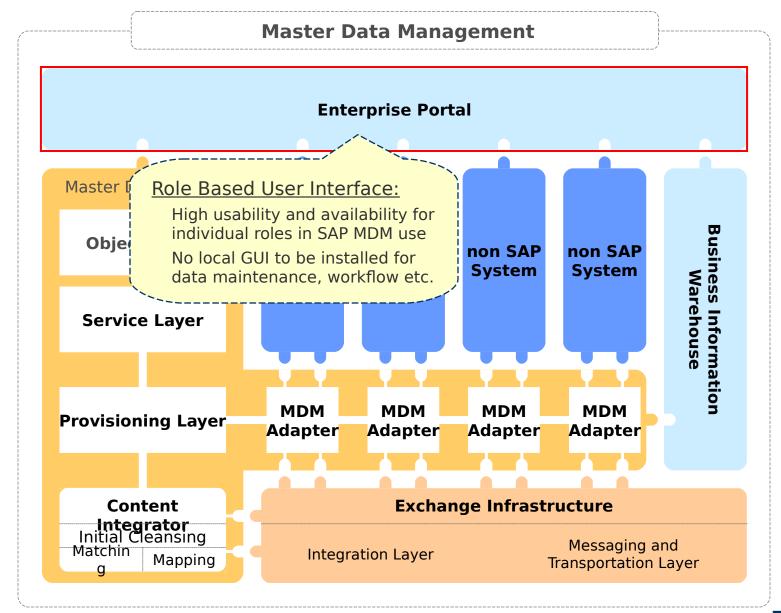


SAP MDM - Analytics





SAP MDM - Portal



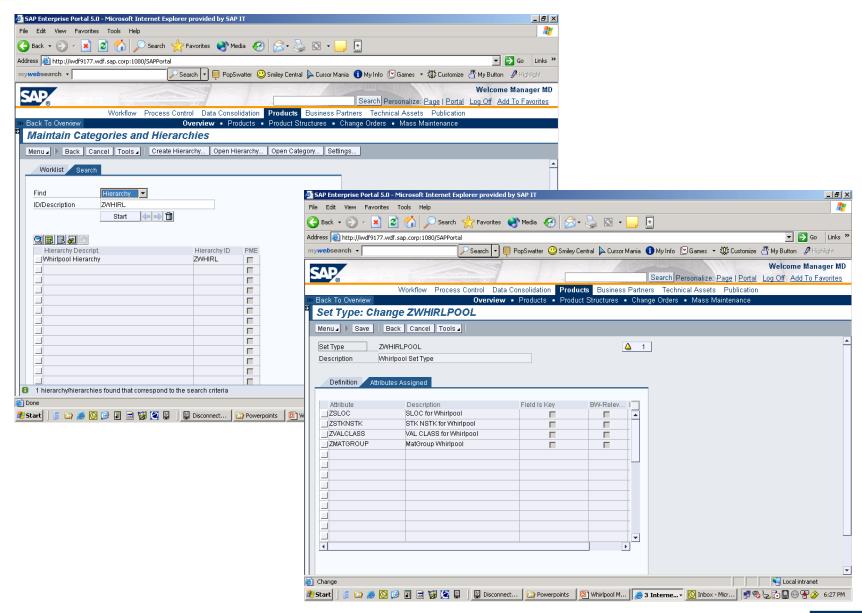
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Data Matching

Customer Examples



Field Extensions/Set Types and Attributes





Weighting and Percentages, Threshold

Weighting and Percentages

105 Points	15 + 15 + 15 Points	= 150 Points = 100%
ZM123456	Short text 123456	1 00% match
ZM123456	Short text 123456	

ZM123456	Short text 1234	135 Points = 90% match
ZM123456	Short	120 Points = 80% match
ZM123456	Shot	105 Points = 70% match
ZM123	Short	15 Points = 10% match

Threshold

Automatic Add to Group

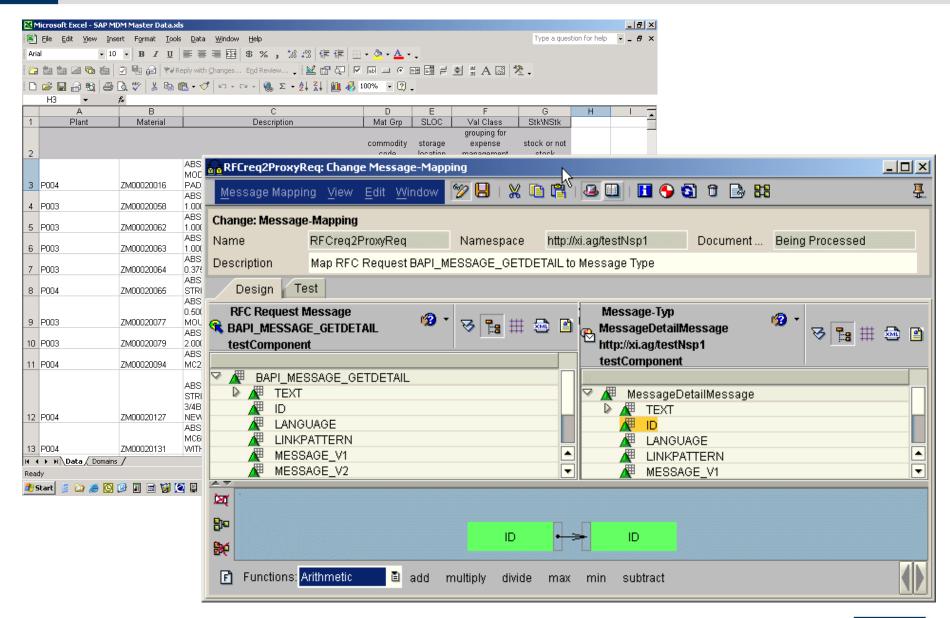
Manual User Intervention Lower Threshold 80%

Automatic Create because it is a

New Product

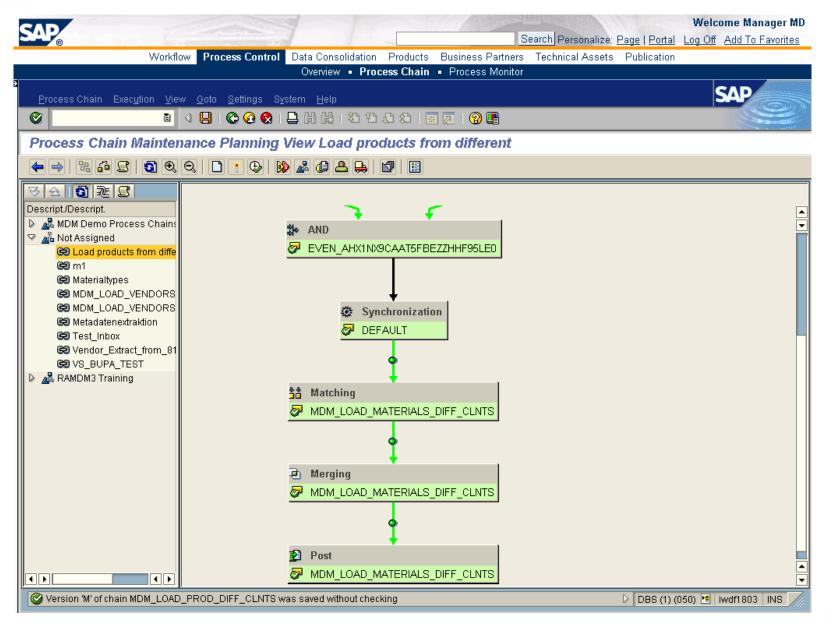


File and XI (Initial Load)





Process Chain (Initial Load)





Matching - Clearing List (Initial Load)

Maintain Work Items

My Change Requests

	Name	Description	Created on	Nr. of All Work Items	Activated	Activatable	Users	Status	
	Material Master ERP2	Material master ERP2 matching worklist	Mon Feb 03 14:28:08 CET 2003	502	417 (83.07%)	71 (14.14%)	BLACKP (Peter Black), SYBIL_ADMINER (Sybil Adminer), GREENF (Frank Green)	Activated	<u>Activate</u>
0	Suppliers ERP1	Supplier Master ERP1	Mon Mar 03 11:36:54 CET 2003	207		1 (0,48%)	GREENF (Frank Green), URGENTEJ (Jean Urgenté), VEITENB (Bjørn Veiten)	Open	<u>Activate</u>
	Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z								

Go to Worklist

My Work Items

	Object Type	Assigned Items
0	com/sap/ci/businesstypes/ciPartner	1
藁		Line 1/1

Go to Clearing List



Matching - Maintain Work Items (Initial Load)

Matched Objects of Type com/sap/ci/businesstypes/ciPartner

Select All Deselect All

Status	System	Туре	Key	Name	DUNS	Matching Proposals	Name of Matching Process	Matched on
Assigned to GREENF	ERP1	Vendor	471133	MAN TORBOMASCHINEN AG SCHWEIZ	11-231-5623	1	ldPartner	Fri Jan 31 15:02:14 CET 2003
Assigned to VEITENB	ERP1	Vendor	474566	Beitur SA	67-482-6297	1	ldPartner	Fri Jan 31 15:02:32 CET 2003
Assigned to VEITENB	ERP1	Vendor	474567	Triton Pumpen GmbH	87-324-3211	2	ldPartner	Fri Jan 31 15:02:32 CET 2003
Released by VEITENB	ERP1	Vendor	474588	Shieldfield Windshields England		1	ldPartner	Fri Jan 31 15:02:33 CET 2003
Unassigned	ERP1	Vendor	474589	ABC Parts Incorporated	48-654-5920	2	ldPartner	Fri Jan 31 15:02:33 CET 2003
Unassigned	ERP1	Vendor	474590	Powerplay Energy UK		1	ldPartner	Fri Jan 31 15:02:34 CET 2003
Unassigned	ERP1	Vendor	474910	Softlab Integration Technology Inc.		1	ldPartner	Fri Jan 31 15:02:34 CET 2003
Unassigned	ERP1	Vendor	475001	Heiner & Partner	10-435-5943	1	ldPartner	Fri Jan 31 15:02:35 CET 2003
Unassigned	ERP1	Vendor	475030	Maxout Electrics Limited	45-794-3928	1	ldPartner	Fri Jan 31 15:02:49 CET 2003
Unassigned	ERP1	Vendor	475032	Dummy Supplier		1	ldPartner	Fri Jan 31 15:02:50 CET 2003
□ □ □ □ □ Line 1/89								

☐ Show Items in Group View

Access Items



Matching - Maintain Work Items (Initial Load)

Maintain Work Items

Matching Process IdPartner

Matched on Fri Jan 31 15:02:33 CET 2003

Object Type com/sap/ci/businesstypes/ciPartner

1/2 Next Item

Compare	Save	Release	Cancel	Back
---------	------	---------	--------	------

	System	Name	DUNS	Туре	Key	Timestamp	
SEL	ERP1	ABC Parts Incorporated	48-654-5920	Vendor	474589	Fri Jan 31 14:54:12 CET 2003	
 □	Score: 9	95 <u>Add to Group</u> <u>Add and Go to Next</u>	<u>ltem</u> <u>Re</u>	move fro	om Grou	р	
	ERP2	ABC Parts Inc.	48-654-5920	Vendor	560037	Thu Jan 30 10:51:20 CET 2003	Accepted
	Exchange1	Advanced Business Connection Parts Incorporated	48-654-5920	Vendor	1298	Thu Jan 30 10:51:20 CET 2003	Accepted
 	Score:	20 Add to Group Add and Go to Next	<u>Item</u> Re	<u>emove fr</u>	<u>om Grou</u>	<u>ıb</u>	
	ERP2	ABC GmbH	10-562-9002	Vendor	518922	Thu Jan 30 10:43:41 CET 2003	Accepted

Matching - Maintain Work Items (Initial Load)

Maintain Work Items

	1	2	3					
System	ERP1	ERP2	Exchange1					
Name	ABC Parts Incorporated	ABC Parts Inc.	Advanced Business Connection Parts Incorporated					
DUNS	48-654-5920	48-654-5920	48-654-5920					
Туре	Vendor	Vendor	Vendor					
Key	474589	560037	1298					
Country	US	US	US					
Region	IL	IL	IL .					
City	Chicago	Chicago	Chicago					
Street	Newton Dr	NDW 98	98 Newton Drive West					
House No.	98							
TaxID			78223-456789					
Timestamp	Thu Jan 30 10:43:41 CET 2003	Thu Jan 30 10:43:41 CET 2003	Thu Jan 30 10:43:41 CET 2003					
	□ □ □ □ Page 1/1							





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SAP MDM Use Case Example: Cross-Group Reporting

SHELL

- Shell produces ~ 3 % of the world's oil supply in 55 refineries in 33 countries
- Daily purchasing bill in the Millions on products from pens to drill bits

Problem: How to efficiently manage suppliers worldwide

Solution

mySAP SRM with Content Consolidation

- Partner in Strategic Dev. Project to develop cross system Master Data Management
- Enables Shell to synchronize data across the landscape

Global Spend analysis will enable

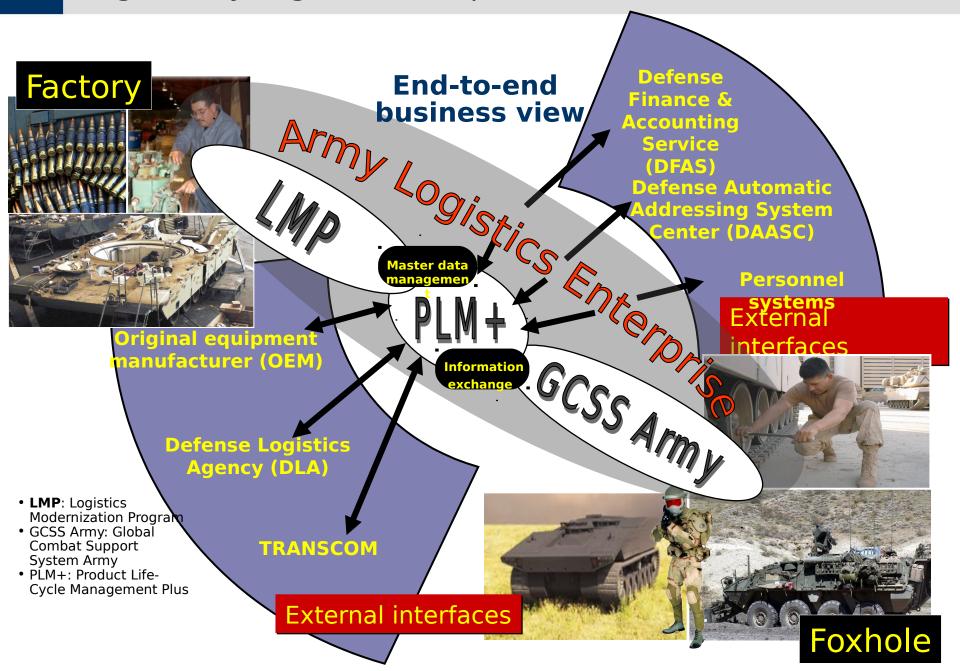
- Successful purchasing negotiations
- Right business decisions



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Single Army Logistics Enterprise (SALE)



Q&A

